

CASE STUDY

'Nearly \$1,000 a Week in Extra Revenue' NextGen Ag Lime

For NextGen Ag Lime, Air-Weigh on-board scales mean additional hauls and profits.

NextGen Ag Lime has two types of trailers serving customers in rural South Dakota – a side dump trailer and a grain trailer. The company hauls grain to agricultural customers, and the more grain it can get into a haul without going over the legal limit, the more NextGen can profit while also reducing the cost of the freight to its customer.

Getting an accurate reading of the trailer's weight is critical. But since establishing the business in 2013, owner Josh Viet has found the time it takes to travel to in-ground scales was taking away from time the company could have been spending getting freight to its customers.

THE ANSWER: Air-Weigh On-Board Scales

In August 2022, NextGen purchased a LoadMaxx tractor scale and two LoadMaxx Plus trailer scales – one for each trailer. Once the scales were installed, Viet noticed two immediate benefits:

1. NextGen could now see the weight of the trailer, updated in real time, as it was being loaded. It became easy to load up to the maximum legal weight, thus maximizing profits from the haul.
2. It was no longer necessary to travel the extra miles to visit an in-ground scale.

As a result, Viet said that several days each week, NextGen has enough time to run an additional haul, which can earn the company as much as \$350 extra per day – or close to \$1,000 per week.

OVERVIEW

Customer:

NextGen Ag Lime

Line of Business:

Ag Lime, Hauling Grain for Agricultural Customers

Location:

Madison, South Dakota

In Business Since:

2013

Air-Weigh On-Board Scale User Since:

2022

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With the hopper trailer, we load up the elevator in town here, and we're not on a scale when they're loading us. They get it close most of the time, but sometimes you go up to the scale and you weigh, and you're 8,000 pounds over. Now you have to go back and get it reloaded. It might cost you five minutes, but it might cost you a half-hour. Now I can potentially get an extra load of grain in per day.

Josh Viet

Owner,
NextGen Ag Lime

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What they told us about the impact of Air-Weigh On-Board Scales:

Saving Time:

“On the side-dump side we're not always next to a scale, so having a scale on our truck and trailer that is accurate reduces the cost of freight to our customer. Before we had Air-Weigh scales, we sometimes had to go 10 to 15 miles in the other direction to find a scale.”

No More Returning to Reload:

“With the hopper trailer, we load up the elevator in town here, and we're not on a scale when they're loading us. They get it close most of the time, but sometimes you go up to the scale and you weigh, and you're 8,000 pounds over. Now you have to go back and get it reloaded. It might cost you five minutes, but it might cost you a half-hour. Now I can potentially get an extra load of grain in per day.”

Accuracy:

“Every now and then I go to an in-ground scale to be sure the on-board scales are accurate. Yesterday I had a load of 98,000 pounds, and the difference between the two was only 270 pounds, which is 0.002 percent. That's exceptional accuracy.”

A Friendly Example:

“Last August, another gentleman and I were hauling side dumps and we had to go six miles out of our way to get to a scale. With the Air-Weigh scale I could go so much faster than he could.”



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Conclusion:

Viet said the efficiency and the accuracy are the keys for NextGen and the value it receives from Air-Weigh’s on-board LoadMaxx scales. Eliminating trips to in-ground scales saves considerable time and often allows for an additional haul in a day.

Occasionally, Viet will take one of his trucks to an in-ground scale to check the accuracy of the Air-Weigh on-board scales, and the result has proven the on-board scales are remarkably accurate.

“You can see the ROI on those scales,” Viet confidently declares.

It’s produced financial rewards for NextGen customers, as well as for the company itself.

Interested in results like NextGen Ag Lime?

Contact us to learn more.

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